

Message Text

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TAGS: BENC, PE

SUBJECT: CHIMBOTE STEEL EXPANSION - VISIT OF USSEC OFFICIAL

REF: (A) STATE 52653 (B) LIMA 2292

1. ROBERT BOYER, U.S. STEEL ENGINEERS AND CONSULTANTS, VISITED LIMA MARCH 11. RUDD GUTTSHALL UNFORTUNATELY WAS DELAYED IN BRAZIL AND WAS NOT ABLE TO ACCOMPANY BOYER.

2. COMMERCIAL ATTACHE ACCOMPANIED BOYER IN HIS MEETING WITH SIDERPERU PROJECT MANAGER ING. RENE CALDERON. THIS WAS A MOST USEFUL AND INFORMATIVE MEETING SINCE ING. CALDERON EXPLAINED IN DETAIL THE TIME SCHEDULE AND THE PROCEDURES FOR SELECTING CONSULTANTS FOR THE EXPANSION PROJECT. MR. BOYER TOOK DETAILED NOTES AND WAS ABLE TO CLARIFY SEVERAL IMPORTANT POINTS THAT WILL BE USEFUL IN IMPROVING AND IN CLARIFYING THE USSEC OFFER TO SIDERPERU.

3. ACCORDING TO ING. CALDERON THE BOARD OF DIRECTORS OF SIDERPERU IS EXPECTED TO APPROVE THE EXPANSION PLAN IN ITS MARCH 22ND MEETING. OFFICIAL AND FINAL GOP APPROVAL IS EXPECTED IN JULY. IN MEANTIME, SIDERPERU IS PROCEEDING TO NARROW-DOWN THE NUMBER OF FIRMS FOR THE CONSULTING OR ADVISORY FUNCTION. AT THE PRESENT TIME THEY HAVE RECEIVED 80 OFFERS WHICH ARE BEING REDUCED TO 12. THIS NUMBER IN TURN WILL BE REDUCED TO 5 FIRMS BEFORE A FINAL SELECTION IS MADE. SIDERPERU INTENDS TO CARRY OUT THIS SELECTION PROCESS BEFORE JULY SO THAT IT WILL BE READY TO MOVE QUICKLY ONCE OFFICIAL GOVERNMENT APPROVAL IS OBTAINED.

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4. ACCORDING TO CALDERON TWO VERY IMPORTANT FACTORS WHICH WILL BE GIVEN CONSIDERABLE WEIGHT IN ANY OFFER IS THE TRANSFER OF TECHNOLOGY FUNCTION, THAT IS, THE TRAINING OF PERUVIAN PERSONNEL IN THE CONSULTING FUNCTION, AND SECOND THE DESIRE OF SIDERPERU TO BRING IN SPECIALIZED CONSULTANTS AT DIFFERENT STATES OF THE PROJECT TO ACT AS A FORM OF CHECK OR SOURCE OF ADDITIONAL ADVICE TO SIDERPERU TO SUPPLEMENT THE MAIN CONSULTANT FIRM.

5. BOYER ALSO VISITED THE STATE FINANCE CORPORATION (COFIDE) WHICH BY LAW IS RESPONSIBLE FOR OBTAINING FOREIGN FINANCING FOR STATE ENTERPRISES. THIS MEETING WAS ALSO USEFUL SINCE BOYER RECEIVED AN EXPLANATION OF THE RESPONSIBILITIES THAT COFIDE HAS IN OBTAINING FOREIGN FINANCING.

6. EMBASSY AT LAST MINUTE ALSO OBTAINED INTERVIEW FOR BOYER WITH MINISTER OF INDUSTRY AND TOURISM IN WHOSE SECTOR THIS EXPANSION PROJECT FALLS. UNFORTUNATELY MR. BOYER'S TRAVEL PLAN MADE IT NECESSARY TO CANCEL THIS APPOINTMENT.

7. COMMENT: THIS WAS A MOST USEFUL VISIT BECAUSE IT CLARIFIED MANY QUESTIONS FOR USSEC AND BOYER RECEIVED A FIRST HAND EXPLANATION OF THE PROCEDURE DEVELOPED BY SIDERPERU FOR CONSULTANTS.

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